

Thursday
February 8, 2018
10:00am - 1:30pm

Aula 1
Via Pompeo Magno, 22
Roma

Italian Negotiation Competition 2018

Masterclass on Negotiation

Welcome remarks

Claudio Giannotti

Director of Department of Law, Economics, Politics and Modern Languages - LUMSA

Moderator

Roberto Pirozzi

Professor of International Commercial Law - LUMSA University

Speakers

Monica Lugato

Professor of International Law - LUMSA University

"Future perspectives of ADR methods in the Italian academic environment"

Jean-Luc Delli

Treasurer of the Executive Committee of the INC

"The International Negotiation Competition: history and future perspectives"

Roar Thun Wægger

Wægger Negotiation Institute

"Negotiations - preparation and improvisation"

Stefano Maffei

Professor of Criminal Procedure – Parma University

"EFLIT - English For Law & International Transactions"

Zoe Giannopoulou

Founding Member of the European Institute for Conflict Resolution

"Principled Negotiation Method – The Harvard Approach"

Valerio Bruno

Director of Legal Services - Accenture s.p.a.

"A case study on negotiation of commercial contracts"

Mikkel Gudsøe

Aarhus University

"POWER™ - Psychological Comfort, Observation, What-why-who, Empathy-energy, Reaction-relation"